



Research Brief

THE COMMONWEALTH'S OFFICIAL SOURCE OF POPULATION AND ECONOMIC STATISTICS

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Pennsylvania's Wholesale Trade in 1997

MIDDLETOWN, Pa—Sales for the wholesale trade industry in Pennsylvania rose 26.1 percent from 1992 to 1997 to \$159.4 billion. The industry saw a 15.3 percent decrease in establishments during that time period to 17,138. The industry employed 237,567 Pennsylvanians in 1997 and the annual payroll for all wholesale trade establishments in the state was \$8.6 billion. Total operating expenses for the Commonwealth's wholesale trade was \$17.1 billion in 1997 and overall end-of-year inventories decreased from 1996 to 1997 by \$407.3 million (4.6 percent).

The Pennsylvania State Data Center at Penn State Harrisburg reports that 76.5 percent of the wholesale trade establishments in the state in 1997 were wholesaler distributors and jobbers. Manufacturers' agents comprised the next largest percentage of the Commonwealth's wholesale trade establishments in that year at 7.5 percent and 4.4 percent were sales branches carrying inventory.

The Commonwealth's wholesaler distributors and jobbers led the state's sales in the wholesale trade industry with \$74.4 billion in 1997. Sales offices without stock had sales of \$42.4 billion for the year and sales branches with inventories had \$17.2 billion in sales in 1997. When looking at per establishment sales, auction companies had the greatest average sales at \$124.2 million followed by sales offices without stock at \$71.8 million and sales branches with inventories at \$23 million.

Wholesale trade segments with the highest annual payroll in the state were wholesaler distributors and jobbers (\$5.6 billion), sales offices without stock (\$1.1 billion) and sales branches with stock (\$959.3 million). The greatest average salaries per employee were paid by sales offices with stock at \$63,387 followed by export agents (\$54,579) and manufacturers' agents (\$47,050).

Operating expenses were the greatest in 1997 for wholesaler distributors and jobbers at \$11.2 billion . The Commonwealth's sales offices without stock expended the next greatest amount in operating expenses at \$2.1 billion followed by sales branches with stock at \$2 billion.

The segments of the state's wholesale trade industry with substantial year-end inventories in 1996 and 1997 were wholesaler distributors and jobbers with end-of-year inventories in 1996 and 1997 of \$6.8 billion and \$6.6 billion, respectively, and sales offices (with stock) at \$1.5 billion in end-of-year inventory in 1996 and \$1.3 in 1997. The greatest percentage changes in inventory in the state for the year were recognized by auction companies with a 51.1 percent decrease, sales branches (with stock) with a 11.4 percent decrease and assemblers of farm products with a 10 percent decrease.

The Pennsylvania State Data Center is the Commonwealth's official source of population and economic statistics and services. It is based at Penn State Harrisburg's Institute of State and Regional Affairs. The Pennsylvania State Data Center is part of the U.S. Census Bureau's national State Data Center Program.

Editors: For additional data, contact Amy Jonas at the Data Center's State Capital Office, (717) 772-2710, or for faculty comment on this topic contact the Penn State Harrisburg's Public Information Office, (717) 948-6029.

Source of Information: 1997 Economic Census, Wholesale Trade

Accompanying Table: Pennsylvania's Wholesale Trade: 1997